

## Message Text

UNCLASSIFIED

PAGE 01 SEOUL 03445 260444Z  
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W  
-----054750 260445Z /15

P R 260211Z APR 78  
FM AMEMBASSY SEOUL  
TO USDOC WASHDC PRIORITY  
INFO SECSTATE WASHDC 697

UNCLAS SEOUL 3445

E.O. 11652: N/A  
TAGS: BEXP, KS  
SUBJECT: PLANT ENGINEERING SOLO

REF: USDOC 07776; 07063; 06763; 06178; 05240 PARA 1;  
SEOUL 3022; KELLY/KACHMAR/STAVE TELECON 4/26/78

1. IN ADDITION TO THOSE LISTED IN SEOUL 3022 POST HAS THREE MORE VERBALS AS OF COB 25 APRIL, HYUNDAI INT'L INC. (ALLIS CHALMERS AND AMERICAN HOIST INT'L CORP.), HONGJIN TRADING CO. (CULLIGAN INT'L) AND ALLIED CORP. (RIDGE TOOL CO.). WE UNDERSTAND THAT RIDGE WILL NOT PARTICIPATE DIRECTLY BUT WILL ASSIST WITH COSTS FOR LOCAL REP ALLIED CORP. PLEASE ADVISE IF WE SHOULD SIGN ALLIED HERE OR IF USDOC WILL ACCEPT PA FROM RIDGE TOOL.

2. SHIN HAN WILL TAKE ONE BOOTH ONLY AND WILL ADVISE WHICH FIVE OF ITS PRINCIPALS WILL BE REPRESENTED.

3. US CONTACTS FOR POSSIBLES ARE AS FOLLOWS: INGERSOLL-RAND, JOSEPH DATTOLI, 204-573-0123; OPW DIV. DOVER CORP., HOUSTON BUNCE, 513-870-3100; WESTINGHOUSE ELECTRIC CORP., WESTINGHOUSE BLDG., GATEWAY CENTER, PITTSBURG, PA 15222; APPLIED POWER INT'L INC., R.J. MCINTYRE, 414-781-3810; GENERAL ELECTRIC CO., I. MENTCHER, 212-750-3066; THE O'BRIEN MACHINERY CO., ROBERT GUARINI, 215-269-6600; TENNANT CO., ROBERT BUNKER, UNCLASSIFIED

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612-545-3771; HACH CHEMICAL CO., STEPHEN FERREE, 515-232-2533; BABCOCK AND WILCOX CO., ROBERT CHASE, 216-753-4511; STANDARD DRY WALL PRODUCTS, RALPH WILLIAMS, 38403 CHERRY STREET, NEWARK, CA 94560. THESE NAMES SUPPLIED BY LOCAL REPS OR OFFICES.

4. WE HAVE ALSO GIVEN PROMOTIONAL PACKAGE TO THOMAS SMITH, MANAGER-INTERNATIONAL MARKETING, MACBETH DIV. OF KOLLMORGEN

CORP., NEWBURGH, NY, 914-561-7300 WHILE HE WAS IN SEOUL.  
HE WILL BE BACK IN US ON MAY 19TH: SUGGEST USDOC FOLLOW UP  
AT THAT TIME. FIRM PRODUCES TEST INSTRUMENTS AND EQUIPMENT.

5. US CONTACTS FOR VERBALS ARE AS FOLLOWS: CATERPILLAR TRACTOR  
CO. PEORIA ILL., 309-675-1000; HARNISCHFEGER INT'L CORP., C.J.  
WUSLER, 414-671-4400; F.E. MEYERS DIV. OF MCNEIL CORP., TOM  
AKERMAN, 4000 ORANGE ST., ASHLAND OH 44805; THE RIDGE TOOL  
CO., PETER WIDMANN, 216-323-5581; FIAT-ALLIS CONSTRUCTION  
MACHINERY INC., R.J. DINEEN, BOX F 104, WILLMOT RD.,  
DEERFIELD, IL 60015; AMERICAN HOIST INT'L CORP., ROBERT FOX,  
63 SOUTH ROBERT ST., PAUL, MN 55107; ALLIS CHALMERS CORP.,  
F.G. OWEN, 21800 SOUTH CIRCRO AVE., MAPLESON, IL 60443; GM  
OVERSEAS DIST. CORP., TEREX DIV., HUDSON, OH 44236. THIS  
INFORMATION SUPPLIED BY LOCAL REPS OR OFFICES.

6. FYI ONLY, HYUNDAI INT'L IS WAITING FOR ALLIS CHALMERS TO  
SIGN UP IN THE STATES AND WE BELIEVE THEY WILL SIGN HERE ONLY  
IF U.S. PRINCIPAL DECLINES TO PARTICIPATE.

7. MR. TAYNE KIM OF KUM MAN CORP. HAS BEEN IN TOKYO FOR THE  
LAST FEW DAYS. WE HAVE SPOKEN TO MR. KOBAYASHI OF TOKYO  
OFFICE AND SHOULD HAVE FIRM'S DECISION WHEN KIM RETURNS TO  
SEOUL.

8. CATERPILLAR MODELS LISTED IN USDOC 06763 COMPETE DIRECTLY  
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WITH KOREAN MADE OR ASSEMBLED UNITS, THEREFORE ONLY ACTUAL  
EXHIBIT GOODS CAN BE IMPORTED AND SOLD. WE EXPECT TO BE ABLE  
TO OBTAIN A WAIVER FOR THE IMPORTATION OF EQUIPMENT FROM  
ORDERS BOOKED DURING THE SHOW, BUT CANNOT PROMISE THAT AT  
THIS TIME.

9. URETHANE FOAM SPRAY INSULATION IS NOT USED IN KOREA,  
HOWEVER, THERE ARE AT LEAST TWO MANUFACTURERS OF URETHANE  
FOAM BOARD INSULATION HERE, ONE OF WHOM IS EXPERIMENTING WITH  
SPRAY TECHNIQUES. THIS MIGHT BE A GOOD TIME TO INTRODUCE  
U.S. TECHNOLOGY AND EQUIPMENT WITH AN EYE TOWARDS LICENSING.

10. WE ALREADY HAVE RESERVED TWO BLOCKS OF SPACE OUTDOORS,  
ONE APPROX. 130 SQ. MT. AND THE OTHER APPROX. 188 SQ. MT.  
AT APPROX \$.25 PER SQ. MT. PER DAY. ABOUT 300 SQ. MT. MORE  
IS AVAILABLE AT SAME PRICE.  
SNEIDER

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## Message Attributes

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**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Copy:** SINGLE  
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**Decaption Date:** 20 Mar 2014  
**Decaption Note:** 25 YEAR REVIEW  
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**Disposition Approved on Date:**  
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**Disposition Comment:**  
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**Review Markings:**  
Sheryl P. Walter  
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